

# Sausage Presentation

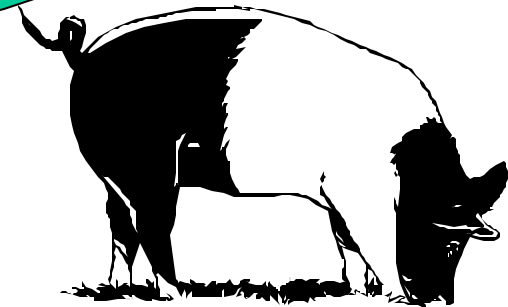


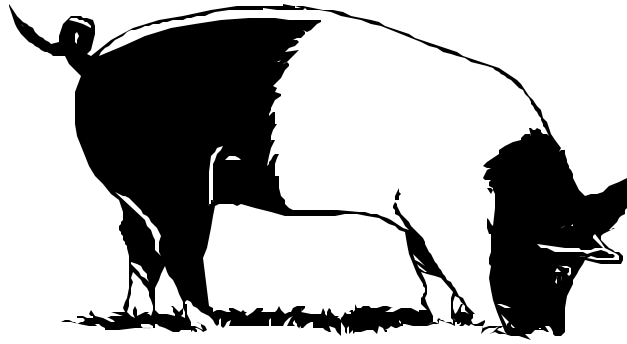
## The Marketing and User's Guide



Conducted By:

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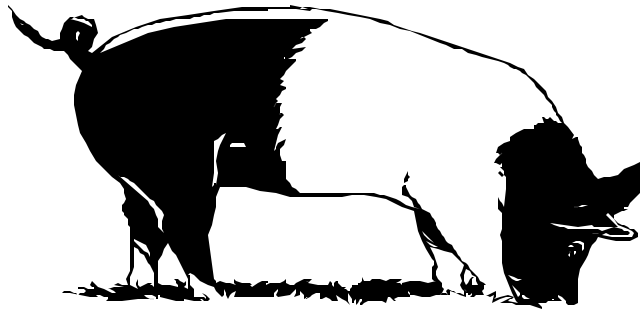




## ***One Hundred Years of Sausage Experience***

### **Hogology**

- Pigs are not native to North America, they were brought by the first explorers in the early 1500's
- **Denmark has the highest per capita consumption of pork (U.S. is 10th)**
- The heaviest hog ever recorded weighed 2,552 pounds and measured 9 feet long
- **Harry Truman once said "No man should be allowed to be President who does not understand hogs"**
- Nationally about 75,000 sows are slaughtered weekly. Jimmy Dean slaughters over 10,000/week over 520,000/year.

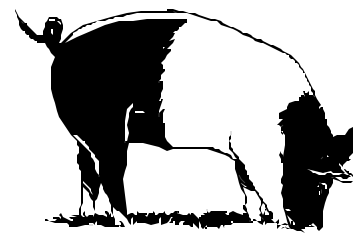
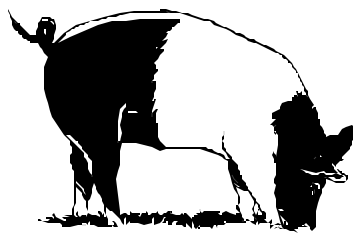
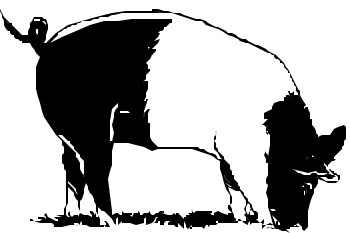


## **Whole Hog**

- Must contain all meat cuts
- No fat or lean can be added or taken away
- Average fat content 38-40%
- Regulate fat/lean content by hog sizing

## **Pure Pork (Trimming)**

- Another terminology for pork trimmings. Trimmings are meat generated from pork chop and ham manufacturers.
- Control fat content by added fat or lean (adjust exactly to spec)
- Preferred method uses 100% fresh trimmings never frozen



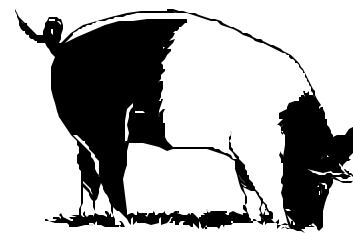
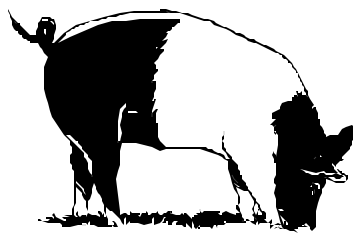
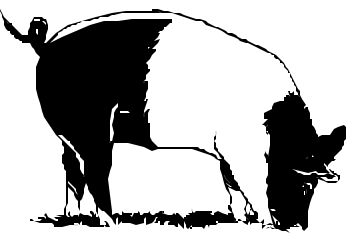
## **Hybrid**

- Combination of whole hog and pure pork
- Can use hot boned and fresh trimmings
- Cost advantage



## **Pre-Rigor**

- Made from meat generated by removing specific cuts of pork from the sow (hams, tenders, loins, ribs, etc.)
- Add seasoning to meat while it is still hot (pre rigor mortis).
- Hogs' body temperature is 98 degrees, seasoning added at approximately 88 degrees.
- Pre-rigor blending allows better distribution of seasoning and improved texture.

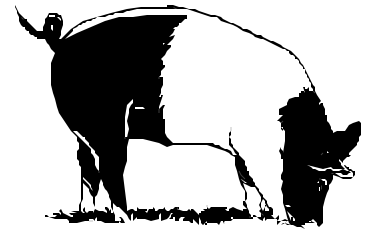
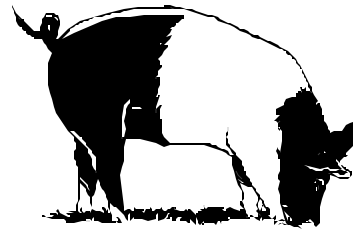
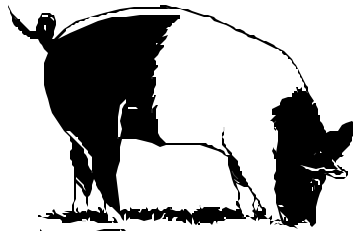
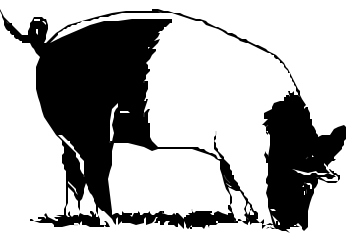


## **Patties Stuffed and Sliced**

- Method of patty production, whereby pork is placed into a cylindrical casing, then sliced into patties
- Produces uniform round patties
- Great particle definition/ light crumbly texture
- Hold shape during cooking

## **Patties Formed**

- Method of patty production, whereby pork is formed into the shape of a patty
- Less expensive than stuffed and sliced
- Yields tighter, firm texture



## **Links - Casing**

- Collagen casing
- Provides a good bite or “snap” when eaten
- Good “bloom” is (% lean & % fat ratio) good color
- Skin gets a golden brown when grilled

## **Links - Skinless**

- Links are produced without a casing
- Cooked skinless links are the most popular
- Less expensive than casing links

# **Raw Sausage: Patties**



**Types: Pork, Beef and Turkey Sausage**



**Sausage Description: Formed; Pure Pork; Whole Hog;  
Various Weights; Various Thickness; Various Diameters**



**Uses: Restaurants; Dining Facilities; Buffet Feeding**



**Characteristics: Fresh Pork Trimmings; Pre-Rigor; Soy Added**



**Flavor Profile: Sage; Maple Flavored; Pepper; Extra Sage; Hot**



**Packaged: Case Count; Bulk, 10 & 12 LB Cases**



**Labor & Time: Labor Intensive and requires Long Cooking  
Times**

# **Pre-Cooked Sausage: Patties**



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Times; Reduced Threat of Foodborne Illness**



## **Raw Sausage: Links**



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# **RAW SAUSAGE Vs. FULLY COOKED**

## **Cost Vs. Shrinkage Vs Real Cost**

### **Raw Sausage:**

**2 OZ Raw Patty**

**1.5 OZ Patty Cooked (75% Yield)**

**.5 OZ Loss (25% Shrinkage)**

### **Fully Cooked Sausage:**

**2 OZ FC Patty**

**1.9 OZ Heated (95% Yield)**

**.1 OZ Loss (5% Shrinkage)**

**Raw Sausage Costs: \$2.00 LB**

**Raw Patty - \$.25 Each**

**Loss - \$.06 Cents**

**Real Cost - \$.31 Cents**

**FC Sausage Costs: \$2.00 LB**

**FC Patty - \$.25 Each**

**Loss - \$.01 Cent**

**Real Cost - \$.26 Cents**

**BDFA Breakfast March 02 = \$ 1.35**

**What % of BDFA is Meat Cost?**

**RAW = 23%**

**FC = 19%**



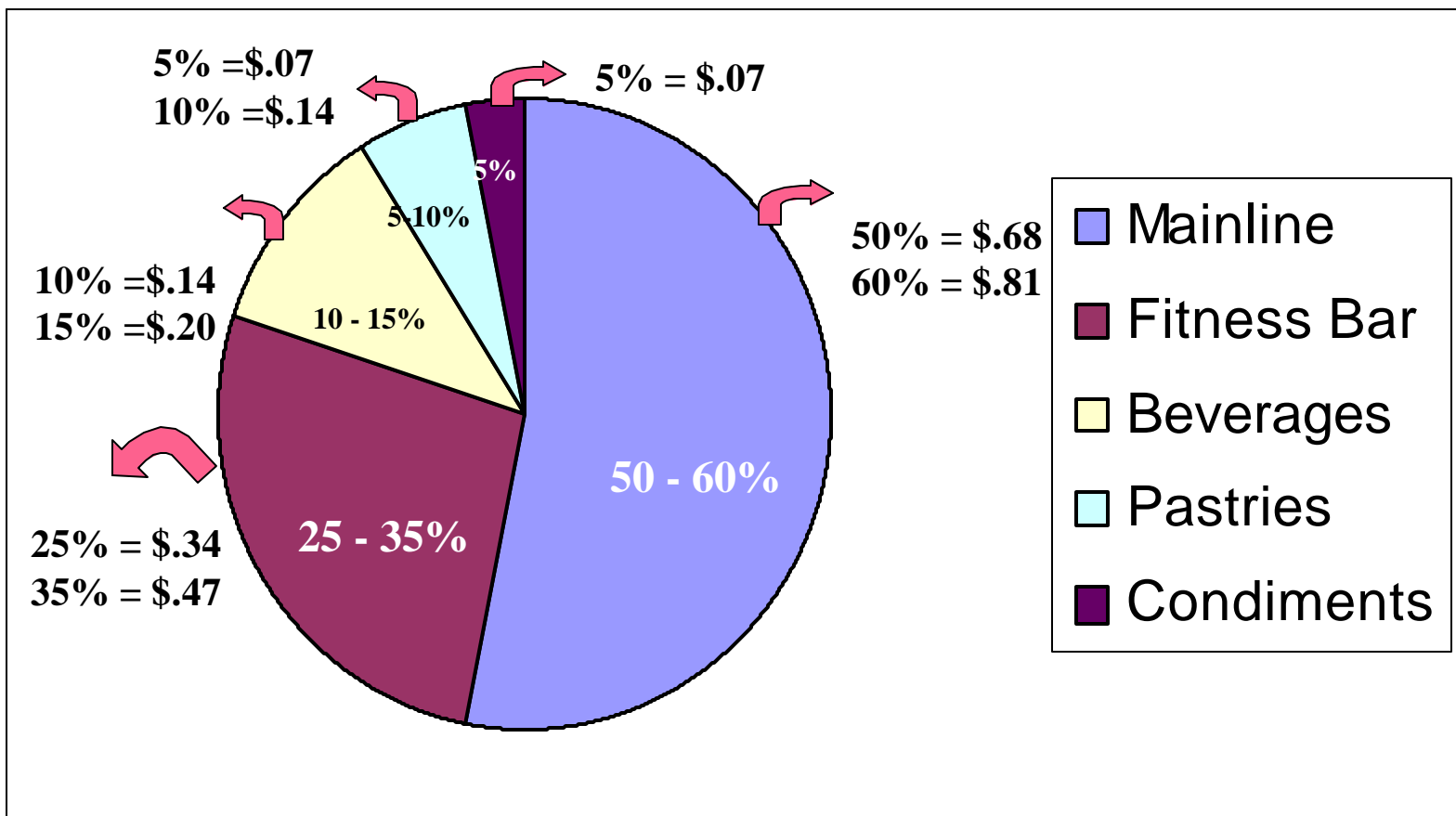
# BREAKFAST



**TOTAL: \$6.76**

**MAR BDFA = \$1.35 (20%)**

**CONUS AVERAGE**



**\*TOTAL % FOR EVERY MEAL SHOULD NEVER EXCEED 100%**

# **PREPARATION STEPS**

## **Bulk Vs. Raw Vs. Fully Cooked Sausage**

|                | <b>Bulk Sausage</b>        | <b>Raw Sausage</b>         | <b>Fully Cooked Sausage</b> |
|----------------|----------------------------|----------------------------|-----------------------------|
| <b>Step 1</b>  | <b>Temper Sausage</b>      | <b>Clean Work Surface</b>  | <b>Clean Work Surface</b>   |
| <b>Step 2</b>  | <b>Clean Work Surface</b>  | <b>Wash Hands</b>          | <b>Wash Hands</b>           |
| <b>Step 3</b>  | <b>Wash Hands</b>          | <b>Open Package</b>        | <b>Open Package</b>         |
| <b>Step 4</b>  | <b>Open Package</b>        | <b>Pan</b>                 | <b>Pan</b>                  |
| <b>Step 5</b>  | <b>Form Patties</b>        | <b>Wash Hands</b>          | <b>Wash hands</b>           |
| <b>Step 6</b>  | <b>Pan</b>                 | <b>Bake</b>                | <b>Bake</b>                 |
| <b>Step 7</b>  | <b>Bake</b>                | <b>Drain Grease</b>        | <b>Move to Serving Pan</b>  |
| <b>Step 8</b>  | <b>Drain Grease</b>        | <b>Bake</b>                | <b>Serve</b>                |
| <b>Step 9</b>  | <b>Bake</b>                | <b>Drain Grease</b>        |                             |
| <b>Step 10</b> | <b>Drain Grease</b>        | <b>Move to Serving Pan</b> |                             |
| <b>Step 11</b> | <b>Move to Serving Pan</b> | <b>Serve</b>               |                             |
| <b>Step 12</b> | <b>Serve</b>               | <b>Dispose of Grease</b>   |                             |
| <b>Step 13</b> | <b>Dispose of Grease</b>   |                            |                             |

# Pork Sausage Pro's & Con's:

## Casing Link:

**Pro:** Juicy; Great Bite or Snap; Great Flavor; Good  
“Bloom” is good color (% lean & % fat ration)  
Great Plate Presentation; Good Eye Appeal

**Con:** Price; Used in Sit-down Rest.; Does Not Hold Well

## Skinless Link:

**Pro:** Moist; Good Texture; Great Flavor;  
Great Plate Presentation; Excellent Eye Appeal;  
Used in All Feeding Applications; Holds Well;  
Excellent Cost

**Con:** Not a Juicy Sausage like Casing Link

# Pork Sausage Pro's & Con's:

## Formed Patty:

**Pro:** Moist; Great Bite; Great Flavor; Tighter & Firm Texture  
Great Plate Presentation; Good Eye Appeal  
Used in All Feeding Applications; Holds Well;  
Excellent Cost

**Con:** None

## Whole Hog Patty:

**Pro:** Juicy; Great Bite; Good Texture; Great Flavor; Great  
Particle Definition / Light Crumbly Texture; Great Plate  
Presentation; Excellent Eye Appeal; Used in All Feeding  
Applications; Holds Well

**Con:** Price

# Pork Sausage Pro's & Con's:

## **Stuffed & Sliced Patty:**

**Pro:** Moist; Great Bite; Great Flavor; Uniform Round Patties;  
Great Particle Definition / Light Crumbly Texture  
Great Plate Presentation; Excellent Eye Appeal  
Used in All Feeding Applications; Holds Well;

**Con:** Cost



# Pork Vs Turkey & Beef Sausage Characteristics:



**Patty & Link:**

**Turkey & Beef:**

**Pro:** Moist to Dry; Used in All Feeding Applications; Meets Non-Pork Alternative; Health - Low Fat

**Con:** Does not Hold Well; Cost; Bite/Texture; Flavor; Plate Presentation; Poor Eye Appeal

# Pork Vs Turkey Characteristics:



## Jimmy Dean Turkey Sausage Patty & Link:

**Pro:** Moist; Great Texture; Great Flavor;  
Used in All Feeding Applications;  
Meets Non-Pork Alternative;  
Health - Low Fat; Good Plate Presentation;  
Good Eye Appeal Cost

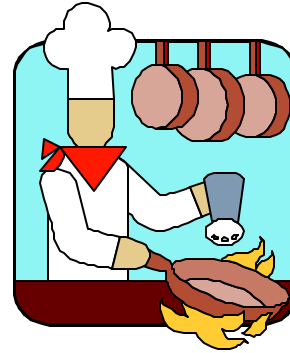
**Con:** Does not Hold Well for Extended periods on  
serving line



# **Who, How, When & What Type of Sausage Do we need for our Operation:**

- ? Type of Diners will I serve (Religious Influence; Demographics)**
- ? Type of Feeding: Sit Down Dining; Mass Feeding; Buffet  
Style Feeding; Self Serve; A-La-Carte**
- ? Labor Available: Limited Numbers; Plenty of Personnel**
- ? Equipment Available: Convection Oven; Standard Ovens;  
Grill**
- ? Preparation Time: Pre-pan Night Before; Sheet Pans Available**
- ? Cooking Time: Lots of Time; Back-up Procedures**
- ? Environmental & Safety Concerns: Raw Vs. Precooked**
- ? Sanitation Concerns: Clean up; Pot & Pan Area; Costs**

# **DINING FACILITY “A”:**



**Located: Southeast**



**Type of Diners: Majority from South; Different Religions**



**Type of Feeding: 1000 Person D-Fac; 90 Min.; Self Serve**

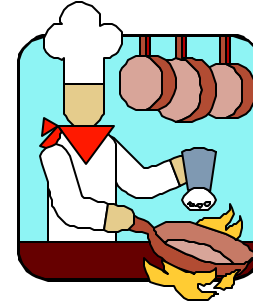


**Labor Available: Plenty of Cooks**



**Equipment Available: State of the Art Facility**

# DINING FACILITY “A”: Continued



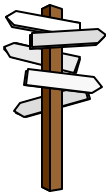
**Preparation Time: Night Before; Lots of Sheet Pans**



**Cooking Time: Not a Problem; Back-up - Waste**



**Environment & Safety: Not a Problem - Grease in Drains;  
Plenty of Cooks**



**Sanitation Concerns: KP Contract; Lots of Equipment  
Plenty of Money for Cleaning Supplies - Plus  
I have a lot of Cooks: they can do Pots & Pans Too**



**Account Status: Need more BDFA Breakfast - Slightly  
Out of Tolerance - But the Food Advisor Loves Me!!**

# **Dining Facility “A”: Would Require WHAT TYPE of the following Sausage??**

## **PATTIES:**

**Whole Hog**

**Formed**

**Stuffed & Sliced**

## **TYPE of SAUSAGE:**

**Pork**

**Turkey**

**Beef**

## **LINKS:**

**Casing**

**Skinless**

## **FULLY COOKED or RAW**

**Fully Cooked**

**Raw**